

# The Great State of Utah: Cost Savings Through Centralized Maintenance Management

Consistent with ARI's role as the industry leader, it's not surprising that the State of Utah's own "Division of Fleet Operations and Surplus Services 2003 Report" should praise "ARI's performance in the fleet industry." Since fiscal year (FY) 2001, Utah's central fleet has partnered with ARI "to help improve data integrity." The partnership, according to Utah's own accounting, "has proved to save money each year relative to maintaining state vehicles."

Two years ago, the State of Utah recognized the need to reduce costs, so they contracted with ARI to help them achieve this objective. Based on their prime indicator, cost-per-mile (CPM), in FY 2003 ARI saved the State of Utah \$583,000 (a 9% overall decrease in CPM) over FY 2002. Utah attributes this savings directly to the much improved centralized maintenance management system initiated by ARI. The "2003 Report" notes that with ARI as the driving force, "the quality of the data has improved immensely. This partnership includes the use of standardized industry codes to annotate repairs and a monthly download of all work orders performed into the fleet system." Specifically, Utah is impressed with how "this partnership has produced savings in the area of 'post-warranty'



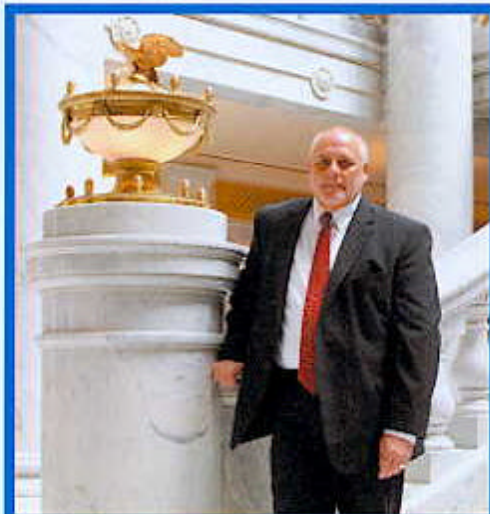
**Partnering with ARI to protect the citizens of the great state of Utah. State of Utah Division of Fleet Operation team members. Left to Right: Anne Stehno, Al Orwin, Sam Lee, Margaret Chambers, Steve Saltzgiver.**

recovery. This is an area of fleet maintenance costs never recouped in the past." Utah attributes these savings directly to "ARI's clout" in negotiating "with the big manufacturers [to] collect this on the state's behalf. To date the total equals \$77,571."

The State of Utah's satisfaction with ARI doesn't end there. In the area of accident management, ARI's "more reliable and consistent mileage data... equates to a cost avoidance of over \$101,000 annually." Utilizing ARI's services the State has reduced its pool vehicle fleet, and as a result Utah has saved approximately \$450,000 annually. Most impressively, thanks to ARI's management, Utah

saved a total of \$1,062,880 in maintenance costs in FY 2003 over the previous year. The "2003 Report" gives full credit to ARI: "These continued declines are to be directly attributed to more effective management using the state's 'outsourced maintenance program' administered by a contract with Automotive Resources International (ARI)."

What ARI has done for the State of Utah, it can do for other governmental fleets as well. As Utah concludes, "This partnership is showing some significant cost savings through effective maintenance scheduling, monitoring and warranty recovery."



**State of Utah, Fleet Operations Director, Steve Saltzgiver takes pride in reducing the state's fleet costs for the citizens of Utah by using ARI's maintenance services.**